




## Department of Energy

Washington, DC 20585

September 20, 2012

MEMORANDUM FOR HEADS OF CONTRACTING ACTIVITY AND  
PROCUREMENT DIRECTORS

FROM: PAUL BOSCO   
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SUBJECT: Acquisition Savings Reporting Template Guidance

The Department is continuing to make progress in its efforts to support the Office of Management and Budget (OMB) Acquisition Savings Initiative, as well as the Department's Strategic Sourcing Program. After using our current reporting template for the past year, it was a good time to review the process and make adjustments where necessary. The Government Accountability Office (GAO) has also noted in an audit that DOE needed to clarify its guidance on the preferred methods to use for estimating cost savings, including under what circumstances each method should be used, to ensure more consistency in how cost savings are estimated for various streamlining efforts and a more comparable assessment of results.

As part of the review process, the Contractor Supply Chain Council (CSCC) was tasked to survey and catalog all cost savings methods and measures currently in use within the DOE contractor community; provide a recommended prioritization or order of precedence on the application of the methods and measures; and provide any suggested changes, additions and/or clarifications to the existing reporting template.

Attached is the final version of the definitions and reporting template resulting from the CSCC's efforts. This version includes a 3 Step Process; 1) Select Savings Type (Strategic Sourcing or Other Acquisition Savings); 2) Select Savings Methodology (In Order of Preference); and, 3) Enter into the Appropriate Place in the report. This reporting template will be used to report cost savings/avoidance data effective as of October 1, 2012. The previous template should no longer be used.



The established dates for submission of the populated report are 30 days after the end of the 1st through 3rd quarters, and 45 days after the end of the 4th quarter.

If you have any questions, please feel free to contact Jeff Davis by phone at 202-287-1877, or via email at [jeff.davis@hq.doe.gov](mailto:jeff.davis@hq.doe.gov).

Attachment

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## Process



### **STEP 1 - Select Savings Type**

You must first determine if the savings is through a Strategic Sourcing process or an Other Acquisition Savings process. If it is Strategic Sourcing, it must satisfy the 8 step definition. If it does not satisfy the eight steps, then it is an Other Acquisition Savings process.



### **STEP 2 - Select Savings Methodology (In Order of Preference)**

Regardless if it is Strategic Sourcing or an Other Acquisition Savings process, the next step is to determine the savings methodology that will be used to calculate the savings. You must select only one methodology.

- a. Transactions are not reported as savings in multiple categories.
- b. A key consideration is that the savings methodology is listed in order of preference for use. When you move down in the order of preference you are acknowledging the inability to identify savings in any higher-ranked methodology for the transaction(s) being recorded. Lower-priority savings methodologies should not be used merely to maximize reported savings, if a higher-ranked savings method applies.
- c. When cost savings are not achieved, negative values resulting from transactions are not reported.
- d. If you select Other as the methodology, you must provide the Contracting Officer approved justification as part of the report.



### **STEP 3 - Enter into Report**

Based on your selection of savings type (Strategic Sourcing or Other Acquisition Savings) in STEP 1 and the determination of methodology in STEP 2, enter the savings data in actual dollars in the appropriate cell on either the Strategic Sourcing Savings Tab or the Other Acquisition Savings Tab.



# Step 1

## Select Savings Type

Type	Definition
Strategic Sourcing	<p>In order for an acquisition activity to be considered "Strategic Sourcing", it must follow the basic steps as outlined below. Strategic Sourcing is an institutional procurement process that continuously improves and re-evaluates the purchasing activities of an organization. The steps in a strategic sourcing process are:</p> <ol style="list-style-type: none"> <li>1. Assessment of an organization's current spend (what is bought where?)</li> <li>2. Assessment of the supply market (who offers what?)</li> <li>3. Total cost analyses (how much does it cost to provide those goods or services?)</li> <li>4. Identification of suitable suppliers</li> <li>5. Development of a sourcing strategy (where to buy what considering demand and supply situation, while minimizing risk and costs)</li> <li>6. Negotiation with suppliers (products, service levels, prices, geographical coverage, etc.)</li> <li>7. Implementation of new supply structure</li> <li>8. Track results and restart assessment (continuous cycle)</li> </ol>
OR	
Other Acquisition Savings	All other acquisition activities that result in cost savings that are <i>not</i> strategic sourcing.



## Step 2

### Select Savings Methodology (In Order of Preference)

Savings Type/Category	Definition	Savings Calculation	Savings Allocation
1 Previous Price Paid	Savings resulting from comparison of the contract or purchase order award value to the actual last price paid or the average price paid for prior purchases.	Unit award price is subtracted from last price paid or average prior purchase price. The difference multiplied by the current quantity purchased results in the savings amount; negatives are not reported. For example if the current order requires 10 widgets priced at \$40 each and the last price paid is \$43 the savings would be $(\$43 - \$40) * 10 = \$30$ .	Savings resulting from each transaction is collected and reported monthly or quarterly.
2 Negotiated Savings	Savings resulting from pre-award price negotiation with a supplier on an individual transaction.	The difference between the original price offered by a supplier and the award price. Example 1: The selected supplier proposes a \$500,000 a widget. The Contract Administrator negotiates the price to \$450,000 without reducing scope. The negotiated saving is \$50,000. Example 2: The supplier proposes an annual price of \$100,000/year over 4 years for a total price of \$400,000. As a result of negotiations the annual price is reduced to \$75,000/year over 4 years for a total award price of \$300,000.	Savings resulting from each transaction is collected and reported monthly or quarterly for awards that are not multi-year. If a multi-year contract is awarded, negotiated savings are reported annually on the "anniversary date" and in the amount allocated to the respective year. In example 2 the total savings is \$100,000 and is reported over the 4 year term at \$25,000 annually.
3 Independent Cost Estimate/Comparison to Requisition Estimate	Savings resulting from comparison of current award price to an independently prepared estimate or a validated requisition estimate (e.g., RFI or market analysis) Example: Comparison of construction award value to independent estimate prepared by a professional cost estimator or comparison of an award value to a requisition estimate received in response to an RFI or documented by a detailed market analysis.	Award price is subtracted from independent estimate, after prices are adjusted to ensure equivalency. Any net positive remainder is reported as savings. Award price is subtracted from the requisitioner's estimate. Any net positive remainder is reported as cost savings.	Savings resulting from each transaction is collected and reported monthly or quarterly.
4 Documented rebates of any kind. One example is Pcard Rebates	Savings resulting from a actual rebate received on P-Card transactions or other transactions.	The dollar amount on the rebate check/direct deposit from the Purchase Card Provider to the DOE Contractor.	Reported annually in the month the rebate is received from the Purchase Card Provider.
5 Leveraged buying, savings from agreements and volume discounts (sometimes referred to as economic order quantity),	Savings resulting from pricing discounts based on a quantity of an order. Discounts can be cumulative i.e. discount based on the quantity purchased over a specified period of time or noncumulative where the discount is based on the quantity specified in a specific order.	The extended price of higher quantity ordered (units x discounted price) and subtracting it from the extended price of the actual quantity required (units x standard price). Any positive remainder would be reported as cost savings. ("Actual quantity required" may be adjusted upward if alternate uses are identified for additional units to be ordered.) For example if your requisition required purchase of 100 widgets and the standard vendor price was \$20 each your extended price would be \$2,000. If the vendor offered a volume discount where the unit price was \$15 each for quantities over 115 and you increased your order to quantity 115 the savings would be \$275. $(100 \text{ units} * \$20/\text{ea} = \$2,000 \text{ less } 115 \text{ units} * \$15/\text{ea} = \$1,725)$	Savings resulting from each transaction is collected and reported monthly or quarterly.
6 Transactional savings of any type such as B2B or Pcard Transaction Savings and others as may be considered appropriate and documentable	Operational savings resulting from use of automated order transmittal to supplier in place of using a standard purchase order. Can be accomplished through punch-out to a static vendor catalog as well as Business to Business (B2B) automated order transmission and fulfillment. Also Operational savings resulting from use of Purchase Cards to effect purchases in place of using a standard purchase order.	The number of transactions that were effected using B2B or punch-out catalogs multiplied by \$70 (administrative cost savings as established by GSA purchase card program when used in place of a written purchase order). The number of transactions that were effected using PCards multiplied by \$70.	Savings resulting from each transaction is collected and reported monthly or quarterly.



## Step 2

### Select Savings Methodology (In Order of Preference)

Savings Type/Category	Definition	Savings Calculation	Savings Allocation
Other valid savings to be considered and reported when these savings are tracked by respective acquisition systems. Only the four (4) as defined below are considered valid at this time. When selecting one of these subsets to the Other methodology, it must be approved by the Contracting Officer.			
7 <i>Increased Value of Procurement (Additional Scope)</i>	Savings resulting from the value of additional products and/or services awarded within the authorized funded amount of the approved purchase requisition that were not included in the purchase requisition estimate. Example: Added option/scope negotiated into current contract award.	Subtract the price of the scope on the original purchase requisition from the award price inclusive of the added option/scope. The difference is reported as savings.	Savings resulting from each transaction is collected and reported monthly or quarterly.
<i>Prompt Pay Discounts</i>	Savings resulting from paying an invoice within a time period specified in a contract or purchase order. The discount is typically specified as a percentage discount from the total value of the order. The discount is intended to expedite payment to the vendor. This is not an estimated savings based on discount terms identified in a contract/purchase order. It is the actual savings achieved by paying an invoice within the discount terms established in the contract/purchase order.	The total value of the order multiplied by the established discount when payment of the invoice occurred within the established payment discount terms. For example if the contract value is \$50,000 with payment terms of 2%/10 days, net 30 days the savings would be \$1,000 ( $\$50,000 \cdot .02 = \$1,000$ ) and payment was made within 10 days.	Savings resulting from each transaction is collected and reported monthly or quarterly.
<i>Value Engineering</i>	Savings resulting from examination of existing product/component, etc., and cost savings obtained from adjustment/modification of materials, requirements, etc.	Subtract the award value (reflective of adjustments/modification) from the price proposed price prior to adjustments/modifications.	Savings resulting from each transaction is collected and reported monthly or quarterly.
<i>Cost Sharing/Price Participation</i>	Savings resulting from agreement by a supplier to share the cost associated with scope delivery. Through this contract arrangement, the government benefits from delivery of scope that exceeds the value of the governments investment.	The actual dollar amount of the Cost Share or Price Participation identified on the contract/purchase order is reported as cost savings.	Savings resulting from each transaction is collected and reported monthly or quarterly.



## Step 3

### Enter Into in Report

Savings Summary (Actual \$)

SITE	Do Not Double Count	Strategic Sourcing	Projected Strategic Sourcing Savings FY13	Other Acquisition Savings	Projected Other Acquisition Savings FY13	Total Savings FY13
DOE/Site						
Site A	Q1	\$ -		\$ -		\$ -
	Q2	\$ -		\$ -		\$ -
	Q3	\$ -		\$ -		\$ -
	Q4	\$ -		\$ -		\$ -
	Site Total	\$ -	\$ -	\$ -	\$ -	\$ -
Site B	Q1	\$ -		\$ -		\$ -
	Q2	\$ -		\$ -		\$ -
	Q3	\$ -		\$ -		\$ -
	Q4	\$ -		\$ -		\$ -
	Site Total	\$ -	\$ -	\$ -	\$ -	\$ -
Site C	Q1	\$ -		\$ -		\$ -
	Q2	\$ -		\$ -		\$ -
	Q3	\$ -		\$ -		\$ -
	Q4	\$ -		\$ -		\$ -
	Site Total	\$ -	\$ -	\$ -	\$ -	\$ -
Site D	Q1	\$ -		\$ -		\$ -
	Q2	\$ -		\$ -		\$ -
	Q3	\$ -		\$ -		\$ -
	Q4	\$ -		\$ -		\$ -
	Site Total	\$ -	\$ -	\$ -	\$ -	\$ -
Site E	Q1	\$ -		\$ -		\$ -
	Q2	\$ -		\$ -		\$ -
	Q3	\$ -		\$ -		\$ -
	Q4	\$ -		\$ -		\$ -
	Site Total	\$ -	\$ -	\$ -	\$ -	\$ -
Site F	Q1	\$ -		\$ -		\$ -
	Q2	\$ -		\$ -		\$ -
	Q3	\$ -		\$ -		\$ -
	Q4	\$ -		\$ -		\$ -
	Site Total	\$ -	\$ -	\$ -	\$ -	\$ -
Site G	Q1	\$ -		\$ -		\$ -
	Q2	\$ -		\$ -		\$ -
	Q3	\$ -		\$ -		\$ -
	Q4	\$ -		\$ -		\$ -
	Site Total	\$ -	\$ -	\$ -	\$ -	\$ -
Site H	Q1	\$ -		\$ -		\$ -
	Q2	\$ -		\$ -		\$ -
	Q3	\$ -		\$ -		\$ -
	Q4	\$ -		\$ -		\$ -
	Site Total	\$ -	\$ -	\$ -	\$ -	\$ -
Site I	Q1	\$ -		\$ -		\$ -
	Q2	\$ -		\$ -		\$ -
	Q3	\$ -		\$ -		\$ -
	Q4	\$ -		\$ -		\$ -
	Site Total	\$ -	\$ -	\$ -	\$ -	\$ -
Site J	Q1	\$ -		\$ -		\$ -
	Q2	\$ -		\$ -		\$ -
	Q3	\$ -		\$ -		\$ -
	Q4	\$ -		\$ -		\$ -
	Site Total	\$ -	\$ -	\$ -	\$ -	\$ -
Site K	Q1	\$ -		\$ -		\$ -
	Q2	\$ -		\$ -		\$ -
	Q3	\$ -		\$ -		\$ -
	Q4	\$ -		\$ -		\$ -
	Site Total	\$ -	\$ -	\$ -	\$ -	\$ -
Site L	Q1	\$ -		\$ -		\$ -
	Q2	\$ -		\$ -		\$ -
	Q3	\$ -		\$ -		\$ -
	Q4	\$ -		\$ -		\$ -
	Site Total	\$ -	\$ -	\$ -	\$ -	\$ -
TOTALS	Q1	\$ -	Total FY13	\$ -	Total FY13	Total Savings
	Q2	\$ -		\$ -		\$ -
	Q3	\$ -		\$ -		\$ -
	Q4	\$ -		\$ -		\$ -
	DOE Total	\$ -	\$ -	\$ -	\$ -	\$ -



Strategic Sourcing Savings

SITE	DO NOT DOUBLE COUNT	Previous Price Paid	Negotiated Savings	Independent Cost Estimate/ Comparison to Requisition Estimate	Documented Rebates	Leveraged Buying, Savings from Agreements, and Volume Discounts	Transactional Savings (\$70 per transaction)	Other (Approved by CO)	Strategic Sourcing Subtotals	Projected Strategic Sourcing Savings FY13
Strategic Sourcing										
DOE/Site										
Site A	Q1	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
	Q2	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
	Q3	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
	Q4	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
	Site Total	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Site B	Q1	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
	Q2	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
	Q3	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
	Q4	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
	Site Total	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Site C	Q1	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
	Q2	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
	Q3	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
	Q4	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
	Site Total	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Site D	Q1	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
	Q2	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
	Q3	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
	Q4	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
	Site Total	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Site E	Q1	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
	Q2	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
	Q3	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
	Q4	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
	Site Total	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Site F	Q1	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
	Q2	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
	Q3	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
	Q4	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
	Site Total	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Site G	Q1	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
	Q2	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
	Q3	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
	Q4	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
	Site Total	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Site H	Q1	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
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	Q4	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
	Site Total	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Site I	Q1	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
	Q2	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
	Q3	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
	Q4	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
	Site Total	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Site J	Q1	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
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	Q3	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
	Q4	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
	Site Total	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Site K	Q1	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
	Q2	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
	Q3	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
	Q4	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
	Site Total	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Site L	Q1	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
	Q2	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
	Q3	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
	Q4	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
	Site Total	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
										Total Projected FY13
TOTALS	Q1	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
	Q2	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
	Q3	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
	Q4	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	
	DOE Total	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -

Acquisition Savings (Actual \$)

SITE	DO NOT DOUBLE COUNT	Previous Price Paid	Negotiated Savings	Independent Cost Estimate/ Comparison to Requisition Estimate	Documented Rebates	Leveraged Buying, Savings from Agreements, and Volume Discounts	Transactional Savings (\$70 per transaction)	Other (Approved by CO)	Other Acquisition Savings Subtotal	Projected Other Acquisition Savings FY13
DOE/Site										
Other Acquisition Savings										
Site A	Q1	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
	Q2	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
	Q3	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
	Q4	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
	Site Total	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Site B	Q1	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
	Q2	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
	Q3	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
	Q4	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
	Site Total	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Site C	Q1	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
	Q2	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
	Q3	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
	Q4	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
	Site Total	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Site D	Q1	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
	Q2	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
	Q3	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
	Q4	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
	Site Total	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Site E	Q1	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
	Q2	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
	Q3	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
	Q4	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
	Site Total	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Site F	Q1	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
	Q2	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
	Q3	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
	Q4	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
	Site Total	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Site G	Q1	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
	Q2	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
	Q3	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
	Q4	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
	Site Total	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Site H	Q1	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
	Q2	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
	Q3	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
	Q4	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
	Site Total	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Site I	Q1	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
	Q2	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
	Q3	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
	Q4	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
	Site Total	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Site J	Q1	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
	Q2	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
	Q3	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
	Q4	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
	Site Total	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Site K	Q1	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
	Q2	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
	Q3	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
	Q4	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
	Site Total	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Site L	Q1	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
	Q2	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
	Q3	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
	Q4	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
	Site Total	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
										Total Projected FY13
TOTALS	Q1	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
	Q2	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
	Q3	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
	Q4	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
	DOE Total	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -